

Message Text

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PAGE 01 STATE 111017

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INFO OCT-01 ARA-10 EUR-06 EA-07 ISO-00 EB-05 RSC-01 /030 R

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R 281622Z MAY 74

FM SECSTATE WASHDC

TO AMEMBASSY LONDON

INFO AMEMBASSY BERN

AMEMBASSY BONN

AMEMBASSY BRASILIA

AMCONSUL HONG KONG

AMEMBASSY KUALA LUMPUR

AMEMBASSY PARIS

AMCONSUL RIO DE JANEIRO

AMCONSUL SAO PAULO

AMEMBASSY SINGAPORE

AMEMBASSY TOKYO

UNCLAS STATE 111017

E.O. 11652: N/A

TAGS: BEXP, AFIN, BR, FR, HK, MY, SN, SZ, UK

SUBJECT: GLOBAL MARKET RESEARCH: AVIONICS AND AVIATION

SUPPORT (AAS) EQUIPMENT - BRAZIL, FRANCE, HONG
KONG MALAYSIA, SINGAPORE, SWITZERLAND, UNITED
KINGDOM

REF: LONDON 05736 (NOTAL), STATE A-2719; LONDON 06350

1. ON BASIS SUPERIOR CREDENTIALS, EXPERIENCE, AND HIGHLY
COMPETITIVE PRICING, ALAN STARTFORD AND ASSOCIATES, LTD.,
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AVIATION CONSULTANTS SELECTED TO PERFORM SUBJECT RESEARCH

IN CAPTIONED COUNTRIES.

2. HERewith AUTHORIZE CONTRACT AWARD SUBJECT RESEARCH IN BRAZIL, FRANCE, SWITZERLAND, AND THE UNITED KINGDOM AT FIXED PRICE NOT TO EXCEED POUNDS STERLING NINE THOUSAND EIGHTY OR APPROXIMATELY U.S. DOLLARS TWENTY-TWO THOUSAND TWO HUNDRED FORTY-SIX AT CURRENT EXCHANGE RATE. POST AUTHORIZED U.S. DOLLARS 22,246. REQUEST EMBASSY FORMALLY ADVISE STRATFORD ASAP AND MAKE EVERY EFFORT TO EXPEDITE CONTRACT PREPARATION AND EXECUTION IN VIEW OF EXTREMELY TIGHT PUBLICATION SCHEDULE.

3. CHARGE COMMERCE APPROPRIATION 134/51250, ACCOUNTING CODE K/552/1161-13/12-01/253-01. CONFIRMING BUDGET AUTHORIZATION FOLLOWS.

4. STRATFORD OFFERS LARGE DISCOUNT FOR PACKAGE OF AUSTRALIA, HONG KONG, MALAYSIA, AND SINGAPORE. WHILE INDIVIDUAL PRICING THESE MARKET STUDIES CALCULATED ENCOURAGE PACKAGE AWARD, COMMERCE ELECTS AWARD ONLY HONG KONG, MALAYSIA, AND SINGAPORE STUDIES TO STRATFORD. HOWEVER, SINCE STRATFORD PROPOSAL DID NOT SPECIFY PRICE FOR HONG KONG, MALAYSIA AND SINGAPORE PACKAGE, EMBASSY REQUESTED OBTAIN QUOTATION FOR THIS THREE-STUDY PACKAGE. STRATFORD MAY FIND ECONOMIES POSSIBLE ENABLING PRICE REDUCTION FROM POUNDS ... 5,250/DOLS 12,862 SUM OF INDIVIDUAL PRICES. FYI: WHILE BELIEVE THREE-STUDY FAR EAST PACKAGE IS APPEALING, TRACTABLE JOB FOR STRATFORD, POSSIBLY JUSTIFYING REDUCTION, AWARD NOT CONTINGENT UPON PRICE BREAK. MOREOVER, COMMERCE WISHES AVOID COST SQUEEZE THAT WOULD BE REFLECTED IN CONTRACT PERFORMANCE. END FYI.

5. AWARD AND BUDGET AUTHORIZATION FOR HONG KONG, MALAYSIA, SINGAPORE WILL ISSUE IMMEDIATELY UPON EMB NOTIFICATION OF PRICE. IF EXECUTION CONTRACT FOR BRAZIL, FRANCE, SWITZERLAND AND U.K. WOULD NOT RPT NOT BE DELAYED BE REQUEST FOR PRICE HONG KONG, MALAYSIA AND SINGAPORE PACKAGE, SINGLE CONTRACT MAY BE USED. OTHERWISE, REQUEST EMB PROCEED WITH CONTRACT AUTHORIZED PARA 2 ABOVE TO ENABLE EARLIEST POSSIBLE WORK START ON THOSE FOUR MARKETS.

6. IN DRAWING CONTRACTS, POSTS ENCOURAGED CONSIDER FACTORS UNCLASSIFIED

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MENTIONED REPAIR PAGES 5 AND 6 UNDER "CONTRACT ADMINISTRATION" AND TO INCLUDE STATEMENT THAT TIME OF ESSENCE IN CONTRACT PERFORMANCE.

7. PACKAGE BACKGROUND INFORMATION FOR USE BY CONTRACTOR TO BE FORWARDED ASAP.

8. CABLE CONTRACT DATE AND FORWARD THREE COPIES THEREOF

TO COMMERCE, ATTENTION OIM/PD/RCD-216. RUSH

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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Drafter: RLOUGHLIN
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Errors: N/A
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